

## Message Text

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ACTION EB-08

INFO OCT-01 EUR-12 EA-10 NEA-10 ISO-00 SP-02 ICA-11  
AID-05 NSC-05 TRSE-00 SS-15 STR-07 OMB-01 CEA-01  
CIAE-00 COME-00 FRB-03 INR-10 NSAE-00 XMB-02  
OPIC-03 LAB-04 SIL-01 CAB-02 DODE-00 DOTE-00  
FAA-00 L-03 /116 W

-----088627 281317Z /41

P R 281201Z APR 78

FM AMEMBASSY ROME

TO SECSTATE WASHDC PRIORITY 2395

INFO AMEMBASSY BONN

AMEMBASSY ATHENS

AMEMBASSY BRUSSELS

AMEMBASSY CAIRO PRIORITY

AMEMBASSY LONDON

AMEMBASSY PARIS

AMEMBASSY MANILA

AMEMBASSY TOKYO

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FROM RCAA DWOR

DEPARTMENT PASS COMMERCE FOR BED/OBED; EXIMBANK; FAA FOR CARY AND  
CARMICHAEL; BRUSSELS FOR FAA; ATHENS FOR RTDO

E.O. 11652: N/A

TAGS: EARI, BEXP, EG

SUBJECT: EGYPTAIR FLEET PLANNING AND LINES OF DEVELOPMENT;  
FORTHCOMING WIDEBODIED AIRCRAFT ACQUISITION DECISION

REF: (A) CAIRO 11709 NOTAL; (B) ROME 7410

1. A PERUSAL OF REFTELS A AND B SHOW OBVIOUS DIFFERENCES IN  
LOCKHEED'S AND RCAA'S INTERPRETATIONS OF CHANCES FOR US AIRCRAFT  
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MEETING EGYPTAIR'S FORTHCOMING WIDEBODIED AIRCRAFT REQUIREMENT.  
RCAA, WHILE NOT MINIMIZING THE FORMIDABLE CAPABILITIES OF AIRBUS  
INDUSTRIE'S A-300B4 AND SUPER B4 IN DEPLOYMENT ON AIRLINE'S PRESENT  
WEST EUROPEAN AND MIDDLE EAST/GULF ROUTE STRUCTURE, LEFT CARIO  
WITH RATHER STRONG INPUTS FROM WIDEBODIED AIRCRAFT SELECTION  
COMMITTEE CHAIRMAN MUHAMMAD ZIMAITY, GENERAL MANAGER PLANNING M.  
BAZARA, AND TECHNICAL ADVISOR TO BOARD M.Y. FAHMY THAT GREATER

RANGE-VERSATILITY (AND ATTRACTIVELY LOW SEAT-MILE COSTS) OF US WIDEBODIED AIRCRAFT OVER EGYPTAIR'S TOTAL ROUTE STRUCTURE PLACES US WIDEBODIED AIRCRAFT IN A NOT UNFAVORABLE POSITION VIS-A-VIS A-300SUPER B4. RCAA BELIEVES THAT, IF US FINANCING CAN EQUAL OR APPROXIMATELY EQUAL TERMS OFFERED BY WEST EUROPEAN GOVERNMENTAL BANKING ENTITIES IN SUPPORT OF AIRBUS, WE WILL WIN THE COMPETITION.

2. RCAA FEELS A STRONG INCLINATION BY EGYPTAIR PLANNERS TOWARDS US WIDEBODIED AIRCRAFT. THEIR RATIONALE PROBABLY BASED ON UNDERSTANDING THAT ACQUISITION OF NEW WIDEBODIED AIRCRAFT ENTAILS A SERVICE LIFE OF 14 TO 17 YEARS AND IN THAT CONTEXT SPECIALIZED DEPLOYMENT DURING THE FIRST SEVERAL YEARS OF SERVICE SHOULD NOT REPRESENT THE PRIME CRITERION FOR SELECTING WIDEBODIED AIRCRAFT TYPES. RAPID TRAFFIC GROWTH ON AIRLINE'S PRESENT CAIRO-MANILA-TOKYO ROUTE (VIA BAHRAIN AND/OR BOMBAY), ROUTE EXPANSION PLANNING (I.E. KUALA LUMPUR-JAKARTA), AND CHARTER OPPORTUNITIES FOR HAJ AIRLIFT BETWEEN OUTLYING POINTS (I.E. KANO, LAGOS, JAKARTA, KUALA LUMPUR) AND JIDDA, ALL OF WHICH ENCOMPASS ROUTE SEGMENTS NOT ECONOMICALLY OR OPERATIONALLY FEASIBLE FOR A-300B4/SUPER B4, CREATE A FAVORABLE BACKGROUND FOR AN EGYPTAIR DECISION IN OUR FAVOR. GARDNER

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## Message Attributes

**Automatic Decaptoning:** X  
**Capture Date:** 01 jan 1994  
**Channel Indicators:** n/a  
**Current Classification:** UNCLASSIFIED  
**Concepts:** ACQUISITION, COMMERCIAL AIRCRAFT  
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**Decaption Date:** 01 jan 1960  
**Decaption Note:**  
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**Disposition Approved on Date:**  
**Disposition Case Number:** n/a  
**Disposition Comment:** 25 YEAR REVIEW  
**Disposition Date:** 20 Mar 2014  
**Disposition Event:**  
**Disposition History:** n/a  
**Disposition Reason:**  
**Disposition Remarks:**  
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**Document Unique ID:** 00  
**Drafter:** n/a  
**Enclosure:** n/a  
**Executive Order:** N/A  
**Errors:** N/A  
**Expiration:**  
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**Original Classification:** LIMITED OFFICIAL USE  
**Original Handling Restrictions:** n/a  
**Original Previous Classification:** n/a  
**Original Previous Handling Restrictions:** n/a  
**Page Count:** 2  
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**Previous Classification:** LIMITED OFFICIAL USE  
**Previous Handling Restrictions:** n/a  
**Reference:** 78 CAIRO 11709, 78 ROME 7410  
**Retention:** 0  
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**Review Content Flags:**  
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**Review Event:**  
**Review Exemptions:** n/a  
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**Review Release Event:** n/a  
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**Review Withdrawn Fields:** n/a  
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**Status:** NATIVE  
**Subject:** EGYPTAIR FLEET PLANNING AND LINES OF DEVELOPMENT; FORTHCOMING WIDEBODED AIRCRAFT ACQUISITION DECISION  
**TAGS:** EAIR, BEXP, EG  
**To:** STATE  
**Type:** TE  
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**Review Markings:**  
Sheryl P. Walter  
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